

Message Text

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DRAFTED BY EB/OCA/BR:JLNEVIG:CEK

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BIC: MVANGESSEL

NEA:HMONTGOMERY

OIM:RWATKINS

NEA: SSHIFF

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R 042205Z JUN 74

FM SECSTATE WASHDC

TO AMEMBASSY ABU DHABI

USINT ALGIERS

AMEMBASSY AMMAN

AMEMBASSY BEIRUT

AMCONSUL BOMBAY

AMEMBASSY CAIRO

AMCONSUL CALCUTTA

AMCONSUL CASABLANCA

AMEMBASSY COLOMBO

AMEMBASSY DACCA

USINT DAMASCUS

AMCONSUL DHAHRAN

AMEMBASSY ISLAMABAD

AMEMBASSY JIDDA

AMEMBASSY KABUL

AMEMBASSY KATHMANDU

AMEMBASSY NEW DELHI

AMEMBASSY TEHRAN

AMEMBASSY TEL AVIV

AMEMBASSY TRIPOLI

AMEMBASSY RABAT

AMCONSUL MADRAS

AMCONSUL KHORRAMSHAHR

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E.O. 11652: N/A

TAGS: BEXP, XF, XD, XI
SUBJECT: NEA ECONOMIC/COMMERCIAL CONFERENCE

REF: 91348

1. TENTATIVE AGENDA FOR SUBJECT CONFERENCE FOLLOWS:

MONDAY, JUNE 17 EVENING RECEPTION AT U.S. TRADE
---- CENTER, 61 QUEEN ELIZABETH II
---- BLVD. (TIME TO BE ANNOUNCED).

TUESDAY, JUNE 18

0845 - 0900 CONFERENCE CONVENED BY FIRST
---- DAY CHAIRMAN

0900 - 0915 WELCOMING REMARKS
---- AMBASSADOR HELMS

0915 - 1000 U.S. - NEA: AN ECONOMIC OVER-
---- VIEW
---- TO BE ANNOUNCED

1000 - 1030 BREAK; GROUP PHOTOGRAPH

1030 - 1100 EXPORT EXPANSION IN THE SEVENTIES
---- CHARLES HOSTLER, DEPUTY DIRECTOR,
---- BUREAU OF INTERNATIONAL COMMERCE,
---- DEPARTMENT OF COMMERCE

1100 - 1115 DISCUSSION

1115 - 1145 STATE DEPARTMENT COMMERCIAL
---- PROGRAM PRIORITIES
---- NICHOLAS LAKAS, DIRECTOR, OFFICE
---- OF COMMERCIAL AFFAIRS, DEPARTMENT
---- OF STATE

1145 - 1200 DISCUSSION

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1200 - 1245 SYSTEMS APPROACH TO EXPORT
---- MARKETING
---- RICHARD GARNITZ, DEPUTY DIRECTOR,
---- OFFICE OF INTERNATIONAL MARKETING,
---- DEPT. OF COMMERCE

1245 - 1300 DISCUSSION

1300 - 1430 LUNCH

1430 - 1515 U.S. POLICY AND OBJECTIVES ON
---- INTERNATIONAL INVESTMENT
---- MOORHEAD KENNEDY, DIRECTOR,
---- OFFICE OF INVESTMENT AFFAIRS,
---- DEPARTMENT OF STATE

1515 - 1530 DISCUSSION

1530 - 1545 BREAK

1545 - 1615 ROLE OF OFFICE OF EXPORT DEVELOP-
---- MENT IN TRADE EXPANSION
---- JOHN SANDS, MAJOR PROJECTS
---- DIVISION, DEPT. OF COMMERCE

1615 - 1630 DISCUSSION

1630 - 1700 ECONOMIC/COMMERCIAL OFFICER
---- PERSONNEL POLICY AND MANAGEMENT
---- WILLIAM KERRIGAN, CHIEF, E/C
---- COUNSELING, DEPT. OF STATE
---- JOSEPH CAMELIO, DIRECTOR,

---- COMMERCIAL REPRESENTATION STAFF,
---- DEPT. OF COMMERCE

1700 - 1730 DISCUSSION

WEDNESDAY, JUNE 19

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0830 - 0845 CONFERENCE CONVENED AT TEHRAN
---- TRADE CENTER BY SECOND DAY
---- CHAIRMAN - ADMINISTRATIVE
---- ANNOUNCEMENTS

0845 - 0915 TOUR OF TRADE CENTER

0915 - 0930 ROLE OF TEHRAN TRADE CENTER
---- PETER DAHMLow, DIRECTOR, TEHRAN
---- TRADE CENTER

0930 - 0945 DISCUSSION

0945 - 1000 ROLE OF REGIONAL TRADE CENTER
---- JAMES LE FEAVER, DIRECTOR, BEIRUT
---- TRADE CENTER

1000 - 1015 DISCUSSION

1015 - 1030 BREAK

1030 - 1145 TRADE PROMOTION IN NEA
--- PANEL: PETER HALE, REGIONAL
---- MARKETING DIRECTOR, NESA,
---- DEPT. OF COMMERCE
---- STEPHEN DUNCAN-PETERS,(NEW
---- DELHI), EDWARD SPRINGER
---- (TRIPOLI), THEODORE KATTOUF
---- (KUWAIT), LEONARD DWOR (BEIRUT)

1145 - 1210 MAJOR PROJECTS AND GOVERNMENT
---- CONTRACTS
---- JOHN SANDS, DIRECTOR, MAJOR
---- EXPORT PROJECTS DIVISION, DEPT.
---- OF COMMERCE

1210 - 1230 DISCUSSION

1230 - 1500 BUSINESSMEN'S LUNCHON

---- PANEL: "PROBLEMS OF U.S.
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---- BUSINESS IN NEA"
---- SELECTED U.S. BUSINESSMEN

1500 - AFTERNOON OPEN FOR PERSONAL
---- BUSINESS AND INDIVIDUAL DISCUSSIONS

THURSDAY, JUNE 20

0830 - 0845 CONFERENCE CONVENED BY THIRD DAY
---- CHAIRMAN
--- ADMINISTRATIVE ANNOUNCEMENTS

0845 - 0915 GROWING OPPORTUNITIES FOR TRADE
---- WITH THE OIL EXPORTING COUNTRIES
---- PANEL: DENNIS MURPHY (JIDDA),
---- GEORGE ELLSWORTH (TEHRAN),
---- NATHANIEL HOWELL (ABU DHABI),
---- CHARLES HIGGINSON (ALGIERS)

0915 - 0945 DISCUSSION

0945 - 1015 OPPORTUNITIES FOR TRADE IN THE
---- NON-OIL EXPORTING COUNTRIES

---- PANEL: EMIL ERIKSEN (KATHMANDU),
---- JOSEPH FISHER (CASABLANCA),

----- JOHN PANOS (BOMBAY), PETER
----- EDMONDS (CAIRO)

1015 - 1030 DISCUSSION

1030 - 1045 BREAK

1045 - 1145 EXPORT RELATED PROGRAMS OF OER
--- AGENCIES
----- JEROME NOVICK, USIA; PETER SEIP,
----- LABOR; EXIM; JON SARFF, OPIC

1145 - 1230 DISCUSSION

1230 - 1330 LUNCH
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1330 - 1430 COUNTRY COMMERCIAL PROGRAM AS
----- A MANAGEMENT TOOL
----- PANEL: GARNITZ; LAKAS; HALE;
----- MONTGOMERY, NEA COMMERCIAL
----- COORDINATOR; WILLIAM LEHFELDT,

----- E/C COUNSELOR, TEHRAN

1430 - 1500 DISCUSSION

1500- 1545 POST MANAGEMENT OF THE COMMERCIAL
----- PROGRAM
----- PANEL: LAKAS, GARNITZ, WILLIAM
----- DOZIER (TEL AVIV), ROBERT WARING
----- (BEIRUT), BRUCE AMSTUTZ,
----- (ISLAMABAD)

1545 - 1600 SUMMATION AND CLOSING REMARKS

2. PANEL PARTICIPANTS LISTED PARA 1 ARE REQUESTED
PREPARE BRIEF (TEN MINUTE) PRESENTATION ON THEIR TOPIC.
THERE WILL BE OPPORTUNITY TO MEET WITH OTHER MEMBERS TO
ORGANIZE PRESENTATION DURING CONFERENCE.

3. CONFERENCE COCHAIRMAN WILL BE NICHOLAS S. LAKAS
(STATE) AND CHARLES HOSTLER, DEPUTY DIRECTOR, BUREAU OF
INTERNATIONAL COMMERCE, DEPARTMENT OF COMMERCE. OTHERS
PLANNING TO ATTEND, FROM WASHINGTON, ARE:

STATE -JOEL
BILLER (SPECIAL ASSISTANT, DEPUTY SECRETARY),
WILLIAM KERRIGAN, MOORHEAD KENNEDY, HARRY
MONTGOMERY, JOHN NESVIG (OFFICE OF BUSINESS

RELATIONS), ROBERT MORLEY, NEA (INDIAN DESK),

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To: ABU DHABI ALGIERS AMMAN BEIRUT BOMBAY CAIRO CALCUTTA CASABLANCA COLOMBO DACCA
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